Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Text

UNCLASSIFIED

PAGE 01 GEORGE 01836 181347Z

41
ACTIO* ARA-20

INFO OCT-01 ISO-00 EB-11 COME-00 CIAE-00 INR-10 NSAE-00

RSC-01 TRSE-00 USIA-15 PRS-01 OMB-01 AID-20 XMB-07

AGR-20 DRC-01 (ISO) W
---------- 033841
R 181202Z DEC 73
FM AMEMBASSY GEORGETOWN
TO SECSTATE WASHDC 9161

UNCLAS GEORGETOWN 1836

E.O. 11652: N/A
TAGS: BEXP, GY
SUBJECT: FY1974 CAP FOR GUYANA

REF: STATE 234462

FOLLOWING IS EMBASSY'S CAP FOR REMAINDER OF FY 74.

FY 74 COMMERCIAL ACTION PROGRAM
GUYANA

(A) OBJECTIVE ONE: INCREASE PENETRATION OF HEAVY EQUIPMENT MARKET IN GUYANA. ACTION ONE: BY JANUARY 31, PREPARE AN ESTIMATE OF THE HEAVY CONSTRUCTION EQUIPMENT NEEDS OF THE

GOG BASED ON ITS 1974 BUDGET. FOLLOW-UP THROUGHOUT REMAINDER OF YEAR FOR POSSIBLE TRADE OPPORTUNITIES. ACTION TWO: CONTINUE

TO FOLLOW CLOSELY GUYBAU'S (GUYANA BAUXITE CO.) ATTEMPTS TO PURCHASE ONE MILLION OF EQUIPMENT FROM U.S. SOURCES,

INCLUDING A SECOND DRAGLINE THROUGH EXIM FINANCING: AND ASSIST GOG IN EXPEDITING CONTRACTUAL ARRANGEMENTS, AS NECESSARY. ACTION THREE: CONTINUE TO BUILD UP CLOSE RELATIONSHIP WITH INFLUENTIAL OFFICIALS IN THE MINISTERIES OF TRADE, ENERGY,

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 GEORGE 01836 181347Z

RESOURCES, AGRICULTURE, AND WORKS & COMMUNICATIONS, THE

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

MAJOR GOG EQUIPMENT PURCHASERS.
(B) OBJECTIVE TWO: FOSTER A GREATER AWARENESS THROUGHOUT GUYANA OF THE EMBASSY'S COMMERCIAL FACILITIES. ACTION ONE: IMPROVE OUR COMMUNICATIONS WITH THE BUSINESS AND GOVERNMENT COMMUNITY THROUGH A COMMERCIAL NEWSLETTER (FIRST ISSUE ALREADY PUBLISHED IN 200 COPIES DECEMBER 73). ACTION TWO: BY JANUARY 31, MISSION'S USIS OFFICE WILL OBTAIN LISTINGS OF AVAILABLE MOTION PICTURE FILMS AND VTR'S OF PROMOTIONAL NATURE. AFTER SCRUTINIZING LIST COMMERCIAL OFFICER WILL DETERMINE TARGET AUDIENCES, AND SUBJECT TO AVAILABILITY OF MATERIAL, AND COOPERATION FROM USIA WASHINGTON, WILL BEGIN (PROBABLY NOT BEFORE MARCH 1,) REGULAR SHOWINGS:ACTION THREE: COMMERICIAL OFFICER WILL BY JANUARY 31, CONTACT SEVERAL U.S. FIRMS ENGAGED IN HEAVY/CONSTRUCTION EQUIPMENT MANUFACTURING, AND ATTEMPT TO OBTAIN FREE FILMS ON LOAN FOR LOCAL SHOWING. ACTION FOUR: COMMERCIAL LIBRARY PUBLICATIONS WILL CONTINUE TO BE INCREASED AND UPDATED THROUGH PURCHASES DURING THIRD AND FOURTH QUARTERS FY 74. THE DEPARTMENTS OF STATE AND COMMERCE COULD ASSIST IN THIS SUBSTANTIALLY BY PROVIDING ADDRESS LISTS OF PUBLISHERS, PRICES AND SHORT SYNOPSES OF PUBLICATIONS. THIS WAS DISCUSSED IN OCTOBER 73 SAN JUAN CONFERENCE.
(C) OBJECTIVE THREE: IDENTIFY SECTORS OF GUYANA ECONOMY WHICH PROMISE NEW OR EXPANDED IMPORT MARKETS FOR U.S. GOODS. ACTION ONE: BY FEBRUARY 28, PREPARE AN INVENTORY OF ALL TIMBER CUTTING AND PROCESSING FIRMS IN GUYANA, AND ESTIMATE THEIR GROWTH POTENTIAL. ACTION TWO: IDENTIFY THE KINDS OF CAPITAL GOODS THESE FIRMS MAY REQUIRE, AND FROM THIS DEVELOP TRADE OPPORTUNITIES BY DIRECT CONTACT WITH FIRMS. ACTION THREE: DEPENDING ON THE DEGREE OF POTENTIAL FOR U.S. EXPORTS CONTACT SEVERAL U.S. EXPORTERS (INCLUDING THOSE NOT INCLUDED IN THE TOP SYSTEM), PROVIDE THEM WITH MARKET INFORMATION, AND INVITE THEM TO VISIT SELECTED TIMBER FIRMS IN GUYANA. ACTION FOUR: BY APRIL 30 PREPARE INVENTORY OF CAPITAL GOODS NEEDS IN GUYANA'S GROWING FISHING AND SHRIMPING INDUSTRY. BASED ON THIS, SEEK OUT SPECIFIC TRADE OPPORTUNITIES. ACTION FIVE: BY JUNE 30 DETERMINE EXPORT MARKET POTENTIAL FOR RANCHING AND DAIRY EQUIPMENT IN GUYANA'S CATTLE INDUSTRY. BASED ON THIS SEEK OUT SPECIFIC TRADE OPPORTUNITIES. THIS WOULD BE DONE IN COOPERATION WITH AGRICULTURAL ATTACHE IN PORT OF SPAIN. ACTION SIX: MAINTAIN CLOSE LIAISON WITH AID OFFICE FOR
UNCLASSIFIED

TRADE POSSIBILITIES. FOLLOW UP ON GOG REQUESTS FOR SURPLUS AID ITEMS WHICH CANNOT BE MET.
(D) OBJECTIVE FOUR: KEEP THE COMMERCIAL OFFICE IN THE MAINSTREAM OF SIGNIFICANT TRADE OPPORTUNITY ACTIONS AFTER BUYER AND SELLER HAVE BEENBROUGHT TOGETHER. ACTION ONE: REQUEST BUYER TO FORWARD COPIES OF SIGNIFICANT CORRESPONDENCE WITH U.S. SUPPLIERS. THIS APPLIES ESPECIALLY TO GUYANA'S EXTERNAL TRADE BUREAU(ETB) WHICH PURCHASES A WIDE VARIETY OF CONSUMER AND

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

INTERMEDIATE GOODS. ACTION TWO: PUBLISH IN NEWSLETTER NOTICES
OF IMPORTANT SALES, ESPECIALLY THOSE FOR WHICH THERE MAY BE
A WIDER MARKET. (THIS WILL BE DONE OF COURSE ONLY AFTER THE
BUYER IS CONSULTED). ACTION THREE: FOLLOW THOSE TRADE
OPPORTUNITIES FOR WHICH THERE HAS BEEN NO RESPONSE FROM U.S.
SOURCES, AND ON A CASE BY CASE BASIS, SUGGEST COMMERCE GO
OUTSIDE THE TOP SYSTEM FOR SUPPLIERS. ALSO, USING FACILITIES
OF COMMERCIAL LIBRARY, CONTACT SELECTED RELIABLE FIRMS DIRECTLY. KING

UNCLASSIFIED

NNN

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973GEORGE01836
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: GEORGETOWN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731219/aaaaanua.tel
Line Count: 123
Locator: TEXT ON-LINE
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 234462
Review Action: RELEASED, APPROVED
Review Authority: boyleja
Review Comment: n/a
Review Content Flags:
Review Date: 21 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21-Dec-2001 by williadt>; APPROVED <21 FEB 2002 by boyleja>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FY1974 CAP FOR GUYANA
TAGS: BEXP, GY
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005